

Retailing terms cont'd

CO-OP MONEY — CO-OP is an abbreviation for co-operative money: What the vendor contributes toward helping retailers promote his goods.

CREDIT HISTORY — A record of the customer's account indicating home address, employer, account activity, credit limit, delinquencies (past or present), and other miscellaneous credit data.

CUSTOM HOUSE — A government office, often at a seaport, for collecting customs, clearing vessels, etc.

CUSTOMS — Duties imposed by law on imported, or less commonly, exported goods; the government department that collects these duties.

DATING — The "deadline" for paying for the goods. Purpose is to allow a reasonable grace period of time for store to sell merchandise.

DEMONSTRATOR — A salesperson who devotes all of his or her selling time to a given manufacturer's product.

DEMURRAGE — The detention of a freight car or vessel beyond the time allowed for loading or unloading, and the subsequent charges made for such detention.

DEPARTMENT MANAGER AND/OR BUYER — Line management. Merchandiser (both buying and selling). Analyzes demand, maintains balanced stocks; keeps eye on competition, watches market trends and developments.

DIRECT SHIPMENT — Merchandise purchases which are designated with quantities of each item to be shipped direct to each branch store.

DISCOUNT — (see "cash discount" or "trade discount").

DISPATCHER — The person or agent responsible for promptly routing and sending merchandise to its destination.

DISTRESS MERCHANDISE — Merchandise which, for any reason, must be sold at a sacrifice at either the wholesale or retail level.

DIVISIONAL MERCHANDISE MANAGER (D.M.) — An executive charged with the responsibility of merchandising and operating a group of related departments.

D.O.I. TERMS — (Date of Invoice). The dating of the invoice based upon the invoice date.

DOMESTICS — The name originally applied to the yard goods from which sheets, pillow cases, towels, etc., were cut. Now broadly encompasses finished products in this classification.

DROP SHIP — (See "direct shipment")

DUN NOTICE — A follow-up reminder mailed to a charge customer to call attention to a past due condition on the account. Such notices are prepared by the collection department to stimulate payment from the customer. (also "Dunning notice").

DUNS NUMBER — A standard numbering system used to identify a firm. The number is issued by Dun & Bradstreet. It is in a nine position, mod ten checkable, number and has a standard print format of 99-999-9999.

DUTY — A specific or ad valorem levy imposed by law on the import or export of goods.

E. O. M. TERMS — (End of month). A term indicating dating of the invoice is based upon the end of the current month.

END SIZES — The extreme sizes of an assortment, smallest and largest, which the store seldom carries in depth.

EXCHANGE DESK — A station on the selling floor for the purpose of servicing exchanges or refunds.

EXCISE TAX — An inland tax or duty on certain commodities levied on their manufacture, sale, or consumption within the country.

FASHION MERCHANDISE — Types of merchandise which have a short effective selling life or which is highly sensitive to the influence of fad.

In Memoriam

Elmer Anderson, on March 8, from K mart 7321, Bradenton, FL. She lived in Bradenton.

Beverly Blanton, on October 23, from K mart 7315, Vero Beach, FL. She lived in Vero Beach, FL.

Harriet Bryan, on January 10, from K mart 34, Wheaton, MD. He lived in Wheaton.

Josephine Callow, on February 7, from K mart 347, (closed). She lived in Warren, MI.

Bobbie Jean Carney, on February 6, from K mart 3119, Baton Rouge, LA. She lived in Dusham Springs.

Addie M. Cramer, on March 3, from K mart 63, (closed). He lived in Brockton, MA.

Edward S. Crenshaw, on March 16, from K mart 348, Detroit, MI. He lived in Detroit.

Mabel Crounse, on March 7, from K mart 33, New Haven CT. She lived in New Haven.

Albert Davis, on March 15, from K mart 71, Des Moines, IA. He lived in Des Moines.

Anna Dockard, on February 17, from K mart 4217, Independence, MO. She lived in Independence.

Doris DeLotto, on April 9, from K mart 709, Tustin CA. She lived in Tustin.

Frances Dobson, on March 14, from K mart 4048, Springfield, IL. She lived in Springfield.

Bryden Faint, on April 1, from K mart 4166, Toledo, OH. She lived in Toledo.

A. D. Galyan, on March 19, from K mart 4483, Pueblo, CO. He lived in Pueblo.

David Guthrie, on March 2, from K mart 9134, Grand Haven, MI. He lived in Grand Haven.

Anty Gubser, on April 15, from K mart 137, Newport, KY. She lived in Dayton.

Olle B. Harris, on April 9, from K mart 278, Syracuse, NY. She lived in Solway.

Andrew B. Harvey, on February 26, K mart 4218, Atlanta, GA. He lived in Atlanta.

Elizabeth R. Haas, on March 8, from K mart 9034, Sebring, FL. She lived in Lake Placid.

Lucille Holt, on February 23, from K mart 328, Columbus, OH. (closed). She lived in Marysville.

Virginia Holcomb, on March 14, from K mart 7079, St. Augustine, FL. She lived in St. Augustine.

Abraham Isaac, on March 12, from K mart 4621, North Hollywood, CA. He lived in Chatsworth.

Ronald Jackson, on April 3, from K mart 3589, Delray Beach, FL. He lived in Boca Raton.

Retha Thelma Johnson, on February 5, from K mart 174, Champaign, IL. (closed). She lived in Urbana.

William Kay, on March 6, from K mart 4333, Anderson, SC. He lived in Hartwell, GA.

Lillie Mae Kirkland, on March 27, from K mart 4644, Savannah, GA. She lived in Savannah.

Alice P. Korman, on March 9, from K mart 4214, Des Plaines, IL. She lived in Elk Grove Village.

Earl Langworthy, on March 12, from K mart 3238, Sandy, UT. He lived in Sandy.

Shirley Morton, on November 27, '81, from K mart 4098, Binghamton, NY. She lived in Binghamton.

May Myers, on March 30, from K mart 4031, Bloomington, IL. She lived in Bloomington.

May McWhirter, on March 27, from K mart 123, Southfield, MI. She lived in Flint.

Lyle Perkins, on March 29, from K mart 4428, Muskegon, MI. He lived in Muskegon.

Estelle Pinner, on March 8, from K mart 601, St. Louis, MO. She lived in St. Louis.

Virginia Phillips, on February 23, from K mart 3450, North Riverside, IL. She lived in Cicero.

Novella Redden, on March, from K mart 411, Cleveland, OH. She lived in Cleveland.

Monte Robertson, on March 25, from K mart 1021, (closed). He lived in Everett, WA.

L. C. Rone, on March 31, from K mart 4065, Pensacola, FL. Lived in Bentonville, AR.

Rose C. Salami, on March 1, from K mart 54, Washington, D.C. She lived in Arlington, VA.

Lucille Sauer, on March, from K mart 4092, Searsville, IL. She lived in Searsville.

Gladyes Sayward, on March 21, from K mart 128, Canton, OH. She lived in Port Huron, FL.

Theodore G. Seckman, on February 11, from K mart 61, Cincinnati, OH. He lived in San Jose, CA.

Blanche Shaw, on March 25, from K mart 4898, Pittsburgh, PA. She lived in Cleveland.

William D. Andrews, on May 11, from K mart 7822, Conway, MI. He lived in Conway.

Tamara P. Wilson, on March 25, from K mart 9881, Magnolia, AR. She lived in Magnolia.

William J. Wilson, on March 31, from K mart 532, Boston, MA. She lived in Rindallville.

Irene Barnhart, on April 26, from K mart 9034, Sebring, FL. She lived in Sebring.

Rosemary Beatty, on May 7, from K mart 7140, Muncie, IN. She lived in Muncie.

Margie C. Bodwell, on April 28, from K mart 582, Detroit, MI. (closed). She lived in Waverly, TN.

William Blanke, on April 21, from K mart 4284, Rhinehart, MO. He lived in St. Louis.

Arthur W. Bouras, on March 27, from K mart 4040, Flint, MI. He lived in St. Helen.

Lucetta A. Buehler, on April 8, from K mart 4194, Wyoming, OH. She lived in Cincinnati.

Elizabeth Bull, on April 20, from K mart 4051, Eau Claire, WI. She lived in Eau Claire.

Rosemary M. Brooking, on April 10, from K mart 759 Tucson, AZ. She lived in Tucson.

Alice V. Danks, on May 8, from K mart 2, Port Huron, MI. She lived in Port Huron.

Elaine DeMaggio, on April 24, from K mart 615, Harrisburg, PA. She lived in Camp Hill.

Richard Dunham, on April 25, from K mart 3092, St. Petersburg, FL. She lived in St. Petersburg.

John Dunlap, on April 9, from K mart 7144, Lockport, NY. She lived in Lockport.

Odell L. Erwin, on April 7, from K mart 3198, St. Albans, WV. He lived in Callahan.

Hilma Erskine, on April 8, from K mart 155, (closed). She lived in Ishpeming, MI.

Thelma R. Fain, on April 24, from K mart 4099, Mt. Morris, MI. She lived in Clinton.

Evelyn Farrar, on March 18, from K mart 255, Quincy, MA. She lived in Quincy.

Archie Flowers, on May 11, from K mart 4305, San Bernardino, CA. She lived in Hills.

Homer B. Freds, on May 9, from FWDC, Fort Wayne, IN. He lived in Rossmore.

Freda M. Gerard, on May 1, from K mart 4640, Kewanee, IL. She lived in Kewanee.

Margaret Grady, on April 11, from K mart 3277, Burton, MI. She lived in Flint.

Mildred Grant, on May 19, from K mart 5, Columbus, OH. She lived in Columbus.

William S. Harrington, on April 23, from K mart 3198, Troy, MI. He lived in Bloomfield Hills.

Jesse W. Heaton, on April 6, from FWDC, Fort Wayne, IN. He lived in New Port Richey, FL.

David Heisey, on March 6, from K mart 7209, E. Liverpool, OH. He lived in East Liverpool.

Dorothy Hollman, on April 9, from K mart 28, Cleveland, OH. She lived in Cleveland Heights.

Florence Higgins, on April 15, from K mart 4204, Warren, MI. She lived in Harper Woods.

Paula Joseph, on February 25, from K mart 9651, Duvergne, KY. She lived in Stanford.

Alice Kish, on April 30, from K mart 6, Bay City, MI. She lived in Piquette.

Maie M. King, on March 30, from K mart 4010, Pittsburgh, PA. She lived in Pittsburgh.

Ronald J. Kolesar, on April 19, from K mart 4338, Oxnard, CA. He lived in Oxnard.

Margaret Loring, on April 9, from K mart 182, Mansfield, OH. (closed). She lived in Mansfield.

Elizabeth Lirette, on April 25, from K mart 4187, Denver, CO. She lived in Denver.

Alvina M. Lorbicki, on March 27, from K mart 493, Waukegan, WI. She lived in Waukegan.

Joseph Lyons, on April 30, from K mart 3264, Moosic, PA. He lived in Moosic.

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